

BEFORE

THE PUBLIC SERVICE COMMISSION OF  
SOUTH CAROLINA

Docket No. 2000-536-C

IN RE:

Application of SCANA Communications, )  
Inc., to Amend its Certificate of Public )  
Convenience and Necessity so as to Provide )  
for Intrastate Local Exchange, Exchange )  
Access, and Interexchange )  
Telecommunications Services within the )  
State of South Carolina and for Flexible )  
Regulation of Those Services, and so as to )  
Modify the Limitation Concerning the )  
Provision of Private Line and Special Access )  
Services. )  
\_\_\_\_\_ )

**VERIFIED DIRECT TESTIMONY**  
**OF LARRY G. VINCENT ON BEHALF OF**  
**SCANA COMMUNICATIONS, INC.**

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**I. BACKGROUND AND INTRODUCTION**

**Q. PLEASE STATE YOUR NAME, POSITION, AND BUSINESS ADDRESS FOR THE RECORD.**

A. My name is Larry G. Vincent and I am Manager of Sales, Marketing and Customer Service for SCANA Communications, Inc. ("SCI"). My business address is 440 Knox Abbot Drive, Suite 240, Cayce, South Carolina 29033.

**Q. PLEASE DESCRIBE YOUR EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE.**

A. I have a Bachelor of Science degree from East Carolina University. Before joining SCI in January of 1999, I was employed as Director of Broadband Carrier Services for Knology, Inc., a Southeast-based provider of cable television, Internet, and local telephone service. Prior to that time, I was employed by MCI for eight years, several of which were as Global and National Accounts Marketing Manager. I have more than 24 years of telecommunications experience, including management positions in radio paging, interexchange carrier, and cable television services.

**Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

1 A. The purpose of my testimony is to discuss SCI's application which,  
2 among other things, seeks local exchange carrier ("LEC") and interexchange  
3 carrier ("IXC") authority. I will also provide the Commission with information  
4 concerning SCI's managerial, technical, and financial ability to provide those  
5 services for which authority is sought.

6 **Q. PLEASE DESCRIBE SCI.**

7 A. SCI is a corporation organized and existing under the laws of the State of  
8 South Carolina and is a wholly-owned subsidiary of SCANA Corporation, a  
9 South Carolina corporation. SCI owns and operates approximately 730 miles  
10 of fiber-optic lines in South Carolina. By Order No. 96-451 in Docket No. 96-  
11 089-C, the Commission granted SCI a Certificate of Public Convenience and  
12 Necessity to provide intrastate non-switched point-to-point telecommunications  
13 services as a "carrier's carrier" within the state and to provide Private Line and  
14 Special Access Services within the service area of BellSouth  
15 Telecommunications, Inc. ("BellSouth"). A copy of Order No. 96-451, dated  
16 July 5, 1996, is attached to SCI's application as Exhibit B.

17 **Q. WHAT IS THE PURPOSE OF SCI'S APPLICATION?**

18 A. The application seeks to amend SCI's Certificate of Public Convenience  
19 and Necessity as follows: (1) to allow SCI to provide, under flexible regulation,

1        resold and facilities-based local exchange and exchange access  
2        telecommunications services throughout South Carolina, subject to conditions  
3        previously established by the Commission before such services may be provided  
4        within the service area of a rural incumbent LEC (“ILEC”); (2) to allow SCI to  
5        provide, under flexible regulation, resold and facilities-based interexchange  
6        telecommunications services throughout the state; and (3) to allow SCI to  
7        provide Private Line and Special Access Services within the entire state, subject  
8        to the same conditions for providing these services in areas served by rural  
9        ILECs as apply to the provision of local services in such areas. SCI’s authority  
10       to provide services as a “carrier’s carrier” would remain unaltered. My  
11       testimony will discuss each of these three requests.

## 12       **II. LOCAL EXCHANGE AND EXCHANGE ACCESS SERVICES**

### 13       **Q.     WHAT LOCAL EXCHANGE AND EXCHANGE ACCESS SERVICES** 14 15 16 17       **DOES SCI PROPOSE TO OFFER IN SOUTH CAROLINA?**

18       A.        SCI seeks authority to provide resold and facilities-based local exchange  
19       and exchange access telecommunications services throughout South Carolina.  
20       Initially, SCI intends to offer high-speed data services using digital subscriber  
21       line (“DSL”) technology. SCI may offer other services, including voice services,

1 at a later time. A description of the local services to be offered initially by SCI  
2 is contained in the illustrative tariff attached to the application as Exhibit E.

3 **Q. IN WHAT AREAS DOES SCI PROPOSE TO PROVIDE THESE**  
4 **SERVICES?**

5 A. SCI seeks authority to provide local services within the entire state.  
6 However, as stated in the application, SCI is willing to abide by the conditions  
7 previously established by the Commission before a competitive LEC ("CLEC")  
8 may provide local services within the service area of a rural ILEC, including  
9 providing thirty days' notice of the CLEC's intent to provide local service within  
10 a rural ILEC's service area.

11 **Q. DOES SCI POSSESS THE TECHNICAL, FINANCIAL, AND**  
12 **MANAGERIAL RESOURCES SUFFICIENT TO PROVIDE THE**  
13 **LOCAL SERVICES REQUESTED?**

14 A. Yes. SCI has already demonstrated it has these capabilities in connection  
15 with its provision of "carrier's carrier," Private Line, and Special Access  
16 Services within South Carolina. Moreover, as shown in Exhibit C of the  
17 application, SCI's management has the business and technical experience  
18 needed to execute its business plans for the provision of additional  
19 telecommunications services, including local exchange and exchange access

1 services, in an efficient, reasonable, and effective manner. SCI also has  
2 available the financial resources needed to fund and support the provision of  
3 these services, as shown by the financial statement attached to the application  
4 as Exhibit D.

5 **Q. WILL THE SERVICES THAT SCI PROVIDES MEET THE**  
6 **COMMISSION'S SERVICE STANDARDS?**

7 A. Yes. SCI intends to meet all service standards set by the Commission.

8 **Q. IN YOUR OPINION, WILL THE PROVISION OF SERVICE BY SCI**  
9 **ADVERSELY IMPACT THE AVAILABILITY OF AFFORDABLE**  
10 **LOCAL EXCHANGE SERVICE?**

11 A. No.

12 **Q. TO THE EXTENT IT MAY BE REQUIRED TO DO SO, WILL SCI**  
13 **PARTICIPATE IN THE SUPPORT OF UNIVERSALLY AVAILABLE**  
14 **TELEPHONE SERVICE AT AFFORDABLE RATES?**

15 A. Yes. SCI intends to abide by all universal service requirements.

16 **Q. WILL SCI'S PROVISION OF SERVICE ADVERSELY IMPACT THE**  
17 **PUBLIC INTEREST?**

18 A. No. SCI's provision of service will promote the public interest by  
19 bringing a number of benefits to the state's telecommunications users, including

1 increased consumer choice, more efficient use of existing communications  
 2 resources, and increased availability and diversity in the provision of  
 3 communications services.

4 **Q. DOES SCI REQUEST FLEXIBLE REGULATION OF ITS LOCAL**  
 5 **EXCHANGE AND EXCHANGE ACCESS SERVICES?**

6 A. Yes. SCI requests that these services be regulated in accordance with the  
 7 flexible regulation principles and procedures and the maximum rate structure  
 8 first established by the Commission in Order No. 98-165, Docket No. 97-467-C.

9  
 10 **III. INTEREXCHANGE SERVICES**  
 11

12  
 13 **Q. WHAT INTEREXCHANGE SERVICES DOES SCI SEEK TO PROVIDE**  
 14 **IN SOUTH CAROLINA?**

15 A. SCI seeks authority to provide resold and facilities-based interexchange  
 16 telecommunications throughout the entire state. A description of the services to  
 17 be offered initially by SCI is contained in the illustrative tariff attached to the  
 18 application as Exhibit F.

19 **Q. DOES SCI POSSESS THE TECHNICAL, FINANCIAL, AND**  
 20 **MANAGERIAL RESOURCES NECESSARY TO PROVIDE THESE**  
 21 **SERVICES?**

1 A. Yes, for the same reasons discussed with respect to the provision of local  
2 telecommunications services.

3 **Q. IS SCI'S PROVISION OF INTEREXCHANGE SERVICES IN THE**  
4 **PUBLIC INTEREST?**

5 A. Yes. Approval of SCI's request to provide interexchange  
6 telecommunications services will serve the public interest in that interexchange  
7 competition will be enhanced, communication facilities will be used more  
8 efficiently, and more reliable and diverse services will be available to South  
9 Carolina consumers.

10 **Q. DOES SCI SEEK FLEXIBLE REGULATION WITH RESPECT TO**  
11 **INTEREXCHANGE SERVICE?**

12 A. Yes. SCI requests flexible regulation in accordance with the principles  
13 and procedures adopted by the Commission in Docket No. 95-661-C and  
14 applied in subsequent proceedings.



1                   **IV. PRIVATE LINE AND SPECIAL ACCESS SERVICES**

2

3

4       **Q.     WHAT DOES SCI SEEK FROM THE COMMISSION REGARDING**

5           **THE PROVISION OF PRIVATE LINE AND SPECIAL ACCESS**

6           **SERVICES?**

7       A.           As I previously stated, SCI is presently limited to providing these services

8           only in BellSouth's service area. SCI seeks to remove this limitation, but

9           replace it with the same conditions as would apply to SCI's provision of local

10          services within the state. That is, if the request is granted, SCI would have to

11          comply with certain notice requirements before Private Line and Special Access

12          Services could be provided within a rural ILEC's service area. SCI believes that

13          granting this request will serve the public interest by further promoting

14          competition in the provision of these services.

15       **Q.     DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

16       A.           Yes, it does.

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**BEFORE**  
**THE PUBLIC SERVICE COMMISSION OF**  
**SOUTH CAROLINA**

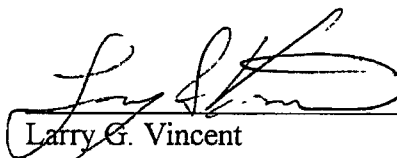
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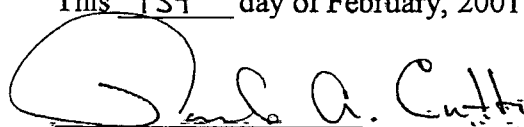
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**VERIFICATION**

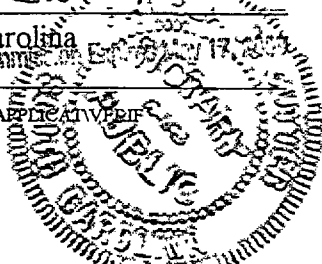
Personally appeared before me Larry G. Vincent, who being first duly sworn, deposes and says that he is Manager of Sales, Marketing and Customer Service for SCANA Communications, Inc., that he is causing to be pre-filed direct testimony consisting of nine (9) pages in the above-captioned matter, and knows the contents thereof to be true of his own knowledge, except to matters alleged therein on information and belief, and as to those he believes to be true.

  
 Larry G. Vincent

SWORN TO AND SUBSCRIBED BEFORE ME  
 This 1st day of February, 2001

  
 Notary Public for South Carolina  
 My Commission expires: \_\_\_\_\_

5-C:\OFFICE\WPWIN\WPDOS\SCANA\APPLICATION\VERIF

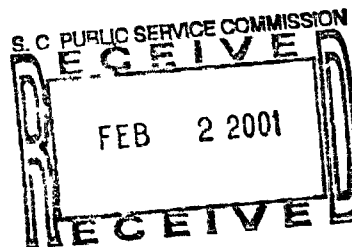


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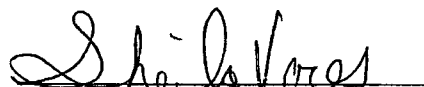
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## CERTIFICATE OF SERVICE

This is to certify that I have caused to be served this day one copy of the **Motion for Expedited Review and Verified Direct Testimony of Larry G. Vincent** on behalf of SCANA Communications, Inc., in the above matter by placing same in the care and custody of the United States Postal Service, with proper first class postage affixed thereto and addressed as follows:

Caroline N. Watson  
**BellSouth Telecommunications, Inc.**  
 1600 Hampton Street, Suite 821  
 Columbia, SC 29201

Margaret M. Fox, Esquire  
**McNair Law Firm**  
 PO Box 11390  
 Columbia, SC 29211

  
 Sheila Vores

This 2nd day of February, 2001  
 Columbia, South Carolina